

Message Text

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47

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 XMB-02 TRSE-00 CIEP-01 OMB-01

SP-02 /026 W

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R 280927Z APR 75

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 9510

USDOC WASHDC

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E.O. 11652: NA

TAGS: BEXP, BU

SUBJECT: SILISTRA "VERTICALLY INTEGRATED" AGRICULTURAL COMPLEX

REF: SOFIA 0088

1. INTSEL CORPORATION GENERAL MANAGER ERWIN MARKE CALLED ON EMBOFF APRIL 21 AND 22 TO DISCUSS SILISTRA PROJECT (SEE REFTEL) IN WHICH HIS CORPORATION VERY MUCH INTERESTED. INTSEL IS TRYING TO PUT TOGETHER GROUP OF APPROXIMATELY SIX U.S. FIRMS INCLUDING BIG DUTCHMAN OF ZEELAND, MICHIGAN, AND GLOBE ENGINEERING, SMALL INTERNATIONAL CONSTRUCTION SUBSIDIARY OF SWIFT WHICH HAS PREVIOUSLY SIGNED PROTOCOL WITH GOB. MARKE MAY BE CALLING ON BEWT FOR ASSISTANCE IN CONTACTING INTERESTED U.S. FIRMS TO PARTICIPATE IN PROPOSAL BEING DRAWN UP.

2. MARKE'S DISCUSSIONS AT RODOPA AND MACHINOIMPORT CONVINCED HIM THAT CONTRARY TO REFTEL PROJECT HAS NOT RPT NOT BEEN TIED DOWN BY FINNS OR CANADIANS BUT IS STILL VERY MUCH OPEN. IN CONVERSATION WITH EMBOFF LAST WEEK FINNISH COMMERCIAL OFFICER INDICATED SOME DISCOURAGEMENT OVER SLOW PACE OF NEGOTIATIONS WHILE CANADIAN ECONOMIC OFFICER FROM VIENNA WOULD ONLY INDICATE THEIR NEGOTIATIONS "AT A VERY DELICATE STAGE". WHILE MARKE MAY BE OVERLY OPTIMISTIC, INDICATIONS ARE THAT PROJECT SHOULD
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NOT BE WRITTEN OFF AS EXCLUSIVE PROPERTY OF FINNS OR CANADIANS AFTERALL. LACK OF USG CREDITS THROUGH EXIM REMAINS SERIOUS HANDICAP FOR U.S. FIRMS WISHING TO COMPETE FOR SILISTRA PROJECT. NONETHELESS, OPPORTUNITY FOR U.S. FIRMS

APPEARS CONSIDERABLY BRIGHTER.
HERZ

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Message Attributes

Automatic Decaptioning: X
Capture Date: 26 AUG 1999
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 28 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975SOFIA00817
Document Source: ADS
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: 11652 NA
Errors: n/a
Film Number: D750148-0311
From: SOFIA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t197504102/baaaagif.tel
Line Count: 59
Locator: TEXT ON-LINE, TEXT ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 09 APR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 APR 2003 by ShawDG>; APPROVED <15 APR 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> jms 971203
Subject: n/a
TAGS: BEXP, BU
To: STATE
USDOC
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006